

Core Retirement Portfolio



Fact Sheet

As of 3/31/2024

Highlights

A Differentiated Approach

- Traditional retirement strategies may be ill-equipped to generate the growth and income needed throughout a retiree's lifetime
- Designed to address the wealth decumulation phase of retirement

Holistic and Goals-Based

- Targets the objectives of income, growth, and stability to meet the overall goal of funding a retirement that could last 30 years or more
- Comprehensive allocation to address both the Obligation goals (wants and needs) as well as the Aspirational goals (wishes and dreams)
- Seeks to fund current withdrawals with high dividend-paying stocks and future withdrawals with secularly-advantaged growth companies
- Invests in fixed income exchange-traded funds (ETFs) to seek capital preservation and supplemental income

Balanced

- Diversified by investment approach, geographic exposure, sector, and style in efforts to provide both income and growth potential no matter the economic landscape
- Exposure to stocks and bonds to seek stability without sacrificing potential growth

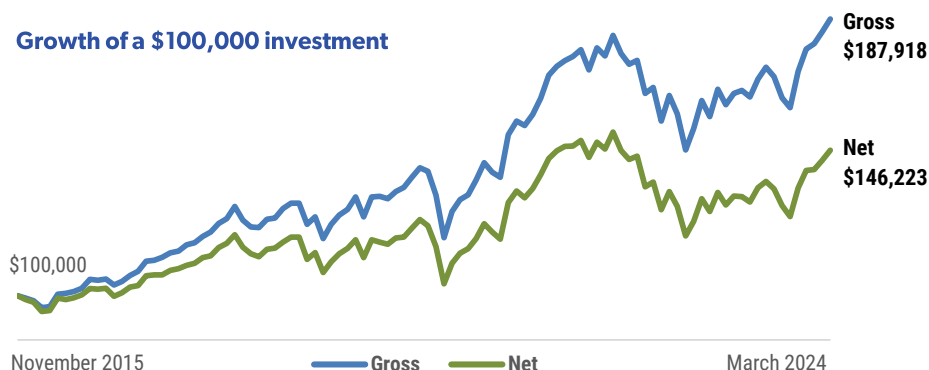
Flexible

- Target portfolio allocation can be flexibly adjusted based on corporate fundamentals, technical measures, and economic conditions
- Seeks to offset unfavorable market conditions, low interest rate scenarios, and the financial challenges associated with increased longevity
- Responsive to evolving market conditions and longer term trends recognizing that a 30-year retirement time horizon is likely to experience various economic environments

Performance Overview

October 31, 2015 – March 31, 2024 | Past performance is no guarantee of future results.

Growth of a \$100,000 investment



The growth of \$100,000 chart presented herein is for illustrative purposes only. The chart illustrates the growth of \$100,000 had it been invested at the time of inception and includes reinvestment of dividends. It assumes no withdrawals or contributions. Any results shown may not represent the actual experience of individual investors. Individual account performance may differ due to, for example, account size, cash flows, investment restrictions, economic factors, and fees.

	Total Returns			Annualized Returns				Calendar-Year Returns							
	3-Mos	6-Mos	YTD	1-year	3-year	5-year	Incp.	2016	2017	2018	2019	2020	2021	2022	2023
Gross %	5.35	15.37	5.35	14.37	4.90	8.07	7.78	8.14	16.95	-5.08	19.05	10.53	17.48	-14.09	13.65
Benchmark %	4.75	13.32	4.75	12.59	3.76	6.59	6.74	9.41	12.76	-5.26	16.91	7.72	13.35	-9.20	10.02
Net %	4.57	13.64	4.57	11.00	1.83	4.91	4.62	4.92	13.52	-7.90	15.59	7.32	14.07	-16.64	10.33

As of 3/31/2024; Inception – November 1, 2015; Benchmark = 25% S&P 500 Low Volatility High Dividend Index / 25% MSCI ACWI Index / 25% HFRI Equity Hedge Index / 25% Bloomberg U.S. Intermediate Aggregate Bond Index, rebalanced monthly.

Net returns reflect the deduction of the maximum managed account fee of 3.00% which includes the wrap sponsor fee and EquityCompass investment management fees. Actual fees may vary.

Objective

A goals-based investment approach designed to fund long-term retirement withdrawals by addressing three distinct needs: income, growth, and stability

Portfolio Characteristics

Inception	November 1, 2015
Number of Holdings	60
Benchmark	25% S&P 500 Low Vol High Dvd Index 25% MSCI ACWI Index 25% HFRI Equity Hedge Index 25% Bloomberg U.S. Intermed. Agg. Bond Index
Total Portfolio Yield (%)	2.9
Annual Turnover - 2023 (%)	11.9

Risk Statistics

	Portfolio	Benchmark
Standard Deviation (%)	13.26	11.83
Sharpe Ratio	0.45	0.38
Beta	1.10	1.00
R-Squared	0.95	1.00
Alpha (%)	0.89	0.00
Batting Average (%)	55.00	100.00
Up-Market Capture (%)	116.70	100.00
Down-Market Capture (%)	108.47	100.00

All risk measures are based on a 5-year time period using monthly returns.

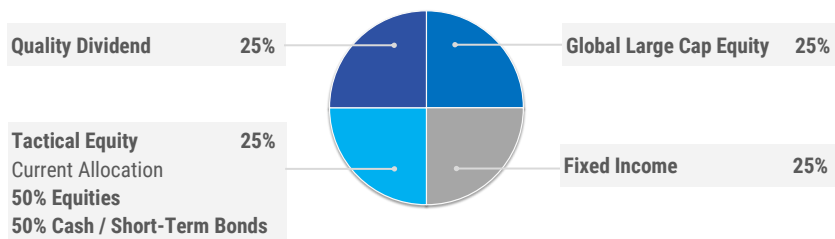
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Portfolio Allocation as of 3/31/2024



Holdings By Market Cap—Equities

	%
Large Cap - > \$10 bn (%)	95.50
Mid Cap - \$3.5 - \$10 bn (%)	3.70
Small Cap - < \$3.5 bn (%)	0.79

Top Equity Holdings By Weight

	%
SPDR S&P 500 ETF Trust	7.10
Invesco Russell 1000 Equal Weight ETF	6.08
NVIDIA Corp.	1.86
Alphabet Inc. Class A	1.76
Microsoft Corp.	1.67
Amazon.com, Inc.	1.54
ASML Holding NV	1.53
Adobe Inc.	1.48
JPMorgan Chase & Co.	1.48
MercadoLibre, Inc.	1.31

For illustrative purposes only and not intended as personalized recommendations. The specific securities identified and described herein do not represent all of the securities purchased, sold, or recommended to advisory clients, and the reader should not assume that investments in the securities identified and discussed were or will be profitable. A complete list of all recommendations made by the firm is available upon request.

About EquityCompass

EquityCompass is a Baltimore-based SEC registered investment adviser offering a broad range of portfolio strategies and custom plans for individuals, financial intermediaries, and institutional clients in the U.S. Formally organized in 2008, EquityCompass provides portfolio strategies with respect to total assets of approximately \$5.0 billion as of March 31, 2024.*

The EquityCompass team of professionals represents deep industry experience in security analysis, capital markets, and portfolio management. We are committed to a consistent investment process that relies on enduring principles, sound empirical reasoning, and the recognition of a dynamic investment environment with a global reach.

Equity Sector Allocation

	%
Information Technology	28.72
Financials	16.13
Consumer Discretionary	11.84
Health Care	10.82
Consumer Staples	6.67
Industrials	6.65
Communication Services	6.09
Energy	5.43
Materials	2.70
Real Estate	2.52
Utilities	2.42

Fixed Income Stats

	Portfolio	Benchmark
Effective Duration	4.62	3.76
Weighted Average Life	5.79	4.28
Invest. Grade or Above (%)	99.55	99.14

Portfolio Management Team



Robert G. Hagstrom, CFA
Chief Investment Officer
Senior Portfolio Manager



Timothy M. McCann
Senior Portfolio Manager



James J. DeMasi, CFA
Senior Portfolio Manager

All charts and tables are calculated by EquityCompass using data provided by FactSet Research Systems, Inc.

INVESTMENT PERFORMANCE DISCLOSURE

CORE RETIREMENT PORTFOLIO WRAP COMPOSITE (11/01/2015 – 12/31/2022)

Year-End	Gross-of-Fees Return*	Net-of-Fees Return**	Custom Benchmark Return	Composite 3 Yr. Ex Post Std. Dev.	Custom Benchmark 3 Yr. Ex Post Std. Deviation	Composite Number of Portfolios	Internal Dispersion	Portfolios With Bundled Fees	Composite Assets (USD Mil.)	Strategy Assets (USD Mil.)†	Firm & Advisory Assets (USD Mil.)
2015 §	-1.6%	-2.1%	-0.8%	N/A	N/A	24	N/A	100%	\$9	\$9	\$2,217
2016	8.1%	4.9%	9.4%	N/A	N/A	849	0.08%	100%	\$404	\$455	\$2,714
2017	16.9%	13.5%	12.8%	N/A	N/A	<6	N/A	100%	\$1	\$1,066	\$3,785
2018	-5.1%	-7.9%	-5.3%	7.3%	6.5%	<6	N/A	100%	\$1	\$1,269	\$3,831
2019	19.1%	15.6%	16.9%	8.2%	7.2%	<6	N/A	100%	\$1	\$1,552	\$4,294
2020	10.5%	7.3%	7.7%	13.2%	12.4%	<6	N/A	100%	\$11	\$1,528	\$4,012
2021	17.5%	14.0%	13.3%	12.5%	11.7%	18	0.1%	100%	\$14	\$1,908	\$5,038
2022	-14.1%	-16.6%	-9.2%	15.1%	13.4%	18	0.2%	100%	\$11	\$1,592	\$4,469

* Supplemental information. Please see Fees section for details. ** Net returns are calculated by subtracting the highest applicable wrap fee (3.00% on an annual basis) from the gross composite return. † Supplemental Information. § Returns are for the period 11/01/15 through 12/31/15.

EquityCompass Investment Management, LLC (“EquityCompass”) claims compliance with the Global Investment Performance Standards (“GIPS®”) and has prepared and presented this report in compliance with the GIPS standards. EquityCompass has been independently verified for the periods 06/01/14–12/31/22. The verification report is available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm’s policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

Definition of the Firm

EquityCompass is registered as an investment adviser with the Securities and Exchange Commission. The firm provides a broad range of investment strategies to individuals, financial intermediaries, and institutions in the United States. EquityCompass, a wholly owned subsidiary of Stifel Financial Corp., was organized as an entity in 2007, and has been registered with the SEC since May 5, 2008. SEC Registration does not imply a certain level of skill or training. Please refer to the firm’s ADV Part 2 for additional disclosures regarding the firm and its practices. To obtain a GIPS Report or a list of our composite descriptions and/or policies for valuing investments, calculating performance, and preparing GIPS reports, please call (443) 224-1231 or send an e-mail to info@equitycompass.com.

Composite Description

The performance results displayed herein represent the investment performance record for the Core Retirement Portfolio Wrap Composite. The composite includes wrap and non-wrap accounts that are invested in the composite strategy and managed on a discretionary basis by EquityCompass. Core Retirement Portfolio strategy is an actively managed, integrated multi-strategy approach that seeks to address retirement needs by providing income, capital appreciation, stability, and risk management. It is available in wrap fee programs through third-party intermediaries (each, a “Sponsor”) that have engaged EquityCompass to manage client accounts on a discretionary basis or to provide non-discretionary investment recommendations in the form of model portfolios. The composite was created in January 2017 and the inception date is November 1, 2015. A sub-advisor was used to manage the strategy’s fixed income allocation from the composite’s inception until 12/31/2018.

Benchmark Description

The composite uses a custom benchmark comprising 25% S&P 500 Low Volatility High Dividend Index / 25% MSCI ACWI Index / 25% HFRI Equity Hedge Index / 25% Bloomberg U.S. Intermediate Aggregate Bond Index, rebalanced monthly. As of 10/1/2022 the benchmark composition was retroactively changed for all presented periods with the 25% allocation to Russell 1000 Value Index replaced by S&P 500 Low Volatility High Dividend Index. The S&P 500 Low Volatility High Dividend Index measures the performance of the 50 least-volatile high dividend-yielding stocks in the S&P 500. The index is designed to serve as a benchmark for income-seeking investors in the U.S. equity market. MSCI ACWI Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets around the globe, including the United States. The HFRI Equity Hedge Index is a fund-weighted index of strategies that maintain positions both long and short in primarily equity and equity derivative securities. The Bloomberg U.S. Intermediate Aggregate Bond Index measures the performance of the U.S. investment-grade bond market while removing the longer maturity portions of the broad market benchmarks. The index invests in a wide spectrum of public, investment-grade, taxable, fixed income securities in the U.S. – including government, corporate, and international dollar-denominated bonds, as well as mortgage-backed and asset-backed securities, all with maturities of more than one year. All benchmark returns are shown on a total return basis and assume that all cash distributions, such as dividends, are reinvested. The volatility of the indices identified in this report may be materially different from the volatility of the model portfolios presented by EquityCompass. Indices are unmanaged, do not reflect fees and expenses, and are not available for direct investment.

Fees

Gross-of-fees returns, are gross of portfolio management and custody fees and net of all trading costs in the case of non-wrap accounts and those wrap accounts traded by EquityCompass. Trading costs are not deducted from gross-of-fee return calculation if the wrap account trades are executed by the Sponsor. Net returns are calculated by subtracting the highest applicable wrap fee (3.00% on an annual basis, or 0.75% quarterly) from the gross composite return. The EquityCompass management fee schedule per annum is 0.35% on up to 1,000,000, 0.32% on 1,000,000–2,500,000 million, 0.28% on 2,500,000–5,000,000, 0.25% on 5,000,000–10,000,000, and negotiable over 10,000,000. Clients are typically charged a wrap fee which includes, in addition to the manager fee, trading expenses, as well as custody and administrative fees. The wrap fee schedule varies by Sponsor and is available upon request.

Reporting Currency

Valuations are computed and performance reported in U.S. dollars (USD).

Annualized Standard Deviation

The three-year annualized ex post standard deviation measures the variability of the monthly returns of the composite (gross-of-fee) and the benchmark over the preceding 36-month period; it is not presented for periods of less than three years.

Internal Dispersion

Internal dispersion is calculated using the asset-weighted standard deviation of annual gross returns of all accounts that were in the composite for the entire year; it is not presented for periods less than one year or when there were fewer than five accounts in the composite for the entire year.

Assets

Strategy Assets include all discretionary and non-discretionary accounts invested in the Core Retirement Portfolio strategy. Accounts that are excluded from the composite because of significant cash flows or for other reasons are also included in Strategy Assets. This is presented as supplemental information.

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Exchange Traded Funds (ETFs) are subject to market risk, including the possible loss of principal, and may trade for less than their net asset value. ETFs trade like a stock, and there will be brokerage commissions associated with buying and selling exchange traded funds unless trading occurs in a fee-based account. Investors should consider an ETF's investment objective, risks, charges, and expenses carefully before investing. The prospectus, which contains this and other important information, is available from your Financial Advisor and should be read carefully before investing.

*Total assets combines both Assets Under Management and Assets Under Advisement as of March 31, 2024. Assets Under Management represents the aggregate fair value of all discretionary and non-discretionary assets, including fee paying and non-fee paying portfolios. Assets Under Advisement represent advisory-only assets where the firm provides a model portfolio and does not have trading authority over the assets.

DESCRIPTION OF TERMS

Alpha

Alpha is a measure of performance vs. a benchmark on a risk-adjusted basis. A positive alpha of 1.0 means the portfolio has outperformed its benchmark index by 1%. Correspondingly, a similar negative alpha would indicate an underperformance of 1%.

Batting Average

A measure of a manager's ability to beat the market consistently, the Batting Average is calculated by dividing the number of quarters in which the manager beat or matched an index by the total number of quarters in the period. For example, a manager who meets or outperforms the market every quarter in a given period would have a batting average of 100. A manager who beats the market half of the time would have a batting average of 50.

Beta

Measures the sensitivity of an investment to the movement of its benchmark. A beta higher than 1.0 indicates the investment has been more volatile than the benchmark and a beta of less than 1.0 indicates that the investment has been less volatile than the benchmark.

Down-Market Capture Ratio

Measures the manager's overall performance to the benchmark's overall performance, considering only quarters that are negative in the benchmark. A down-market capture ratio of less than 1.0 indicates a manager who outperforms the relative benchmark in the benchmark's negative quarters and protects more of a portfolio's value during down markets.

R-Squared

Measures the strength of the linear relationship between a fund and its benchmark. R-squared at 1.00 implies perfect linear relationship and zero implies no relationship exists.

Sharpe Ratio

Sharpe Ratio is a risk-adjusted measure, calculated using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe ratio, the better a portfolio's historical risk-adjusted performance.

Standard Deviation

Measures the risk or volatility of an investment's return over a particular time period; the greater the number, the greater the risk.

Up-Market Capture Ratio

Measures the manager's overall performance to the benchmark's overall performance, considering only quarters that are positive in the benchmark. An up-market capture ratio of more than 1.0 indicates a manager who outperforms the relative benchmark in the benchmark's positive quarters.

Past performance does not guarantee future performance or investment results.

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